

Message Text

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SUBJ: PRIVATE TRADE OPPORTUNITY

1. 122/04/P0030

2. 121274

3. E. TOLMAN

4. 122 CANADA

5. M I

6A. WRITE, CALL --

6B. MR. ALAIN LAFRANCE, PRESIDENT

6C. LUXO LAMP (CANADA) LTD.

30 PLACE SICARD

STE. THERESE DE BLAINVILLE, QUEBEC J7E 4J9

7. TELEPHONE: (514) 435-1970; CABLE: LUXOLAMP; TELEX: 05-268708

8. --

9. 104-11

9A. DIRECT SALE AND AGENCY, REPRESENTATION, DISTRIBUTION

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PAGE 02 MONTRE 01955 122201Z

10. DESCRIPTION

3999998-0000. CHEMICAL LIGHTING DEVICE

LUXOLAMP IS A MANUFACTURER OF INDUSTRIAL, HOUSEHOLD, AND MEDICAL LIGHTING FIXTURES WHICH ARE SOLD THROUGHOUT CANADA UNDER THE TRADE NAME "LUXO". ANNUAL SALES, DOLLARS 2.0 MILLION. EMPLOYS 55 PERSONS. SALES TERRITORY IS ALL OF CANADA WITH BRANCH OFFICES AND WAREHOUSES LOCATED IN MONTREAL, TORONTO, WINNIPEG, AND VANCOUVER.

THIS CORPORATION WOULD LIKE TO MARKET, ALONG WITH ITS OWN PRODUCTS, CHEMICAL LIGHTING DEVICES WHICH ARE OF A TYPE SIMILAR TO THE "CYALUME" EMERGENCY LIGHTING UNITS RECENTLY INTRODUCED BY GLENDALE OPTICAL CO., INC., WOODBURY, N.Y. HOWEVER, LUXOLAMP SEEKS TO MARKET CHEMICAL LIGHTING DEVICES WHICH HAVE A LONGER USEFUL LIFE THAN THE 3 TO 6 HOURS "CYALUME", AND WHICH CAN BE USED FOR A WIDER VARIETY OF PURPOSES AS, FOR EXAMPLE, MARKERS AND SAFETY DEVICES, AND AS "LIGHT-STICKS" FOR USE BY TRAFFIC POLICE, CAMPERS, FISHERMAN, ETC. LUXOLAMP WOULD, THEREFORE, LIKE TO BE PUT IN CONTACT WITH U.S. MANUFACTURERS WHO HAVE ADVANCED THE TECHNOLOGY OF "CYALUME"-TYPE CHEMICAL LIGHTING FIXTURES WITH A VIEW TO MARKETING THEIR PRODUCT THROUGH LUXOLAMP'S CANADIAN SALES NETWORK.
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